



POSITION TITLE: Regional Director of Sales

Overview:

At Focus-3, www.focus-3.com we're helping today's leading real estate professionals, home builders and property developers integrate, automate and analyze their sales and marketing programs with a new generation of web-based technology solutions and ROI inspired professional services. We are currently seeking (2) regional sales managers, with a background in real estate or construction industry. Knowledge of Sales Automation or CRM software is a plus. 2+ years sales experience in software, technology or related field required. Compensation is commensurate with experience.

Territories and target locations:

- West Coast
- Southeast - ideally Atlanta

Responsibilities:

- Revenue generation, account planning, acquisition strategies and business model development
- Establish viable business goals and quota attainment
- Develop a comprehensive sales plan for your region based on our goals.
- Provide active account management of initial target customers and relationship management across our customer and prospect base.
- Negotiate and close deals based on business plan targets
- Assist with Sales demonstrations (in person and online) as necessary
- Other duties as assigned

Required Skills/Experience:

- Bachelor's degree or equivalent experience
- 2+ years sales experience in software, technology or related field preferred
- Proven track record, established viable business goals and quota attainment
- Knowledge of Sales & Marketing processes in Real Estate desirable
- Knowledge of Internet, sales automation or contact management software an asset
- Must be able to interact successfully with customers via the phone and Internet
- Excellent interpersonal and communication skills (both written and oral)
- High level of self-sufficiency, exceptional organizational, time-management and planning skills with a strong attention to detail needed
- Demonstrated ability to be proactive and take the initiative to get things done
- Travel is to be expected (a clean driving record and ability to rent automobiles is required)

Please submit resumes to kristy@focus-3.com.